

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY DAMASCUS IMMEDIATE

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E.O. 11652:N/A

TAGS: BEXP,

SUBJECT: BUSINESS VISIT

MR. JAMES SALINAS, REX TEX EQUIPMENT CORP, DALLAS, TEXAS, WHO IS A HEAVY EQUIPMENT SUPPLIER EXPORTER AND HAS OTHER BUSINESS INTERESTS BRIEFLY VISITED EB/OCA TO INFORM US OF THE OUTCOME OF NEGOTIATIONS HE PREVIOUSLY HELD DIRECTLY WITH MINISTER OF COMMUNICATIONS FOR A LARGE CONTRACT FOR SUPPLY AND SERVICE OF CATERPILLER EQUIPMENT, AND WITH MINISTRY OF TRANSPORTATION OFFICERS FOR SUPPLY OF GM TRUCKS TO MINISTRY OF TRUCKS FOR CONSTRUCTION WORK. WHILE OUR CONVERSATION WITH MR. SALINAS WAS BRIEF WE UNDERSTAND FROM WHAT HE STATED AND THE DOCUMENTS HE SHOWED US THAT HE HAS CONCLUDED ALL ARRANGEMENTS IN U.S. FOR SUPPLY, FINANCING AND TRANSPORTATION. MR. SALINAS APPEARS TO BE WELL VERSED IN DOING BUSINESS IN MIDDLE EAST AND AFRICAN COUNTRIES; HE EMPHASIZED THAT HE WAS CAREFUL NOT TO GET INVOLVED IN ANY ILLEGAL BUSINESS PRACTICES. SINCE HE INTENDS TO CALL ON EMBASSY AGAIN AND HE EXPRESSED CONCERN THAT DURING HIS LAST VISIT WITH EMBASSY OFFICERS PURPOSE OF HIS BUSINESS VISIT TO SYRIA MIGHT HAVE BEEN MISUNDERSTOOD. PRINCIPLE PURPOSE WAS TO ARRANGE FOR EXPEDITIOUS PROCUREMENT AND DELIVERY INCLUDING SERVICING OF CATERPILLAR EQUIPMENT AT SYRIAN GOVERNMENT REQUEST. THIS HE HAS ARRANGED WITH JOHN FABICK TRACTOR CO., ST. LOUIS, WHICH IS OPERATING A LARGE CATERPILLAR

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EQUIPMENT MAINTENANCE SERVICE ORGANIZATION IN ALASKA

WE HAVE ASSURED MR. SALINAS THAT EMBASSY WOULD BE
INTERESTED IN HIS TRANSACTIONS WITH THE SYRIAN GOVERN-
MENT AND HE EXPECTS TO CALL ON ECON/COMM SECTION DURING
HIS STAY IN DAMASCUS FROM APRIL 19 TO 23. KISSINGER

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